

Grants Program



SABIT Grants Facilitate Public-Private Partnerships with Eurasia

The **Special American Business Internship Training Program (SABIT)** offers competitive grants to cover a share of the costs of hosting mid-to-senior level Eurasian managers and scientists for three to six months of hands-on professional training in U.S. business practices. The SABIT Grants Program encourages U.S. exports and investment into Eurasia and assists economic restructuring by facilitating public-private partnerships between the U.S. and Eurasian scientific and business communities.

Eligibility

Any American profit or non-profit organization or institution may apply. The Grant Program is ideally suited for small and medium-sized businesses that are new-to-market exporters or first-time exporters looking to establish long-term relationships with potential customers, distributors, or partners. Grants may also be used by organizations currently operating in Eurasia to expand relationships with and train existing partners or to establish additional regional representative offices. Companies, universities, and institutes involved in technology transfer and commercialization have used SABIT grants to form cooperative research and development partnerships with the Eurasian scientific community. Non-governmental organizations have utilized SABIT grants to transfer institutional knowledge, technical expertise, and skills to Eurasian partners and associates. *For examples of how organizations have used SABIT grants to achieve commercial and organizational objectives in Eurasia, go to www.mac.doc.gov/sabit.*

Program Administration

Participating U.S. organizations have the choice of either nominating a candidate from their existing Eurasian business contacts or working with SABIT to identify a qualified candidate. Structured as a reimbursable award, SABIT grants cover:

- Round-trip airfare from trainee's home country to the U.S. training site.
- \$34 per diem for trainee.
- Up to \$750 per month for housing costs.

Application Process

SABIT accepts applications once a year based on the availability of funding. Interested organizations apply after an announcement of fund availability is published in the *Federal Register*, which is the official daily publication for notices of federal agencies and organizations. As a service to its clients, SABIT sends a postcard and an e-mail message announcing the opening of the funding round to those organizations listed in its database. Upon release of the announcement of fund availability, interested parties should download the *Federal Register Notice* and Competitive Application Kit from the SABIT Web site and return the completed application as soon as possible. Applications are not accepted prior to the announcement. *If you would like to be included in SABIT's database, please sign up at www.mac.doc.gov/sabit or send an e-mail to wesley_schwalje@ita.doc.gov.*

Applications are evaluated on a rolling basis. An independent panel made up of academic, government, and industry experts rigorously evaluates each grant proposal. Grant proposals of a technical nature are also subject to evaluation by a technical review panel and may require licensing or other additional documentation to be awarded funding. Review and processing of complete applications takes approximately three to five months.

More detailed information about how to apply, application criteria, and other program specifics is available at www.mac.doc.gov/sabit.



"Since 1995 when Hoffman was first introduced to SABIT, I have found it to be a strong tool in promoting the export of U.S. products and services as well as American business practices."

MUSYA TUMANYAN
Vice President, Hoffman International, Inc.

Hoffman International, Inc. Generates \$15 Million in Sales to Eurasia

Hoffman International, Inc., a medium-sized equipment sales and service provider based in New Jersey, leveraged the SABIT Training Program to gain a foothold in the Eurasian market. Through its participation in both the Grants and Group programs, Hoffman broadened its network of contacts, expanded its Eurasian sales, and established a very strong regional presence. "SABIT alumni have been very valuable in establishing a positive reputation for Hoffman in Russia," acknowledges Tumanyan. "We would not have survived in Russia after [the economic collapse of] 1998 without our SABIT experience."

After training a group of road construction engineers through the Grants Program in 1995, Hoffman signed an open contract to sell \$15 million of construction equipment in Russia. In 2000, the firm established a representative office in Komsomolsk-Na-Amure in the Russian Far East to promote logging products. "We are just about to formalize our first deal and ship roughly \$1 million in equipment. Under our current grant, we plan to train a sales representative for the Russian Far East," says Tumanyan.

Hoffman also recently enjoyed its first sales to the Republic of Georgia, a \$1 million contract for road maintenance and construction equipment. As a result of its activities in Eurasia, Hoffman is able to compete more effectively with its European competitors. Previously, European competitors were able to offer Eurasian buyers more attractive financing options. "We now offer structured financing and our position has improved tremendously. We hope to achieve sales of \$3 million by the end of 2002," asserts Tumanyan.



U.S. DEPARTMENT OF COMMERCE • SABIT PROGRAM

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